

THE ACADIAN

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Editorial

Our pulpits are our work clothes. Each of us live some kind of a sermon every day.

A SUGGESTION TO LOCAL MERCHANTS

IT HAS been the policy of this paper to advocate the "buy at home" practice on the part of its readers, and in pursuance of such we have occasionally been criticized by those who have failed to see eye to eye with us in the matter. The opinion has been expressed that people have a right to trade where they please and that they should not be expected to buy at home and pay more than they would be obliged if they made their purchases abroad.

While both these objections are open to logical answer we admit that they may readily appeal to those who require to consider well their expenditures in order that their outlay may not exceed their income. We believe, however, that in most cases the customers would be glad to co-operate with the merchant in order to promote community welfare and would willingly pay slightly more to the home merchant than the mail order house requires because of the better service rendered.

There is no doubt but that the advantage of getting payment in advance and buying in large quantity frequently gives the big store an advantage over the home merchant, and makes it possible for the foreign concern to undersell the local store. This may also come in certain cases from a difference in value in the quality of the goods offered.

May we suggest to our merchants a solution of this problem so that they may be able to meet the competition of the big city store and merit the continued support of their customers? Our proposition is that the dealers of Wolfville should proceed to organize a "Merchants' Association" for the purpose of solving this problem which is theirs alone and for which they must assume full responsibility. On the principle that "goods bought right are half sold" one of the first undertakings of the new organization should be to take into consideration the very best possible system of buying. Buying is not a pastime, but a profession, and requires special qualities of which comparatively few merchants possess. We believe that by organizing our merchants can buy so that they can cut their retail prices in many cases to meet those of the mail order catalogues and make more money because of the increased sales.

To accomplish this it will be necessary for the association to select from their number one buyer to whom will be intrusted the entire buying for the needs of the whole organization. All who wish to sell to Wolfville merchants must see the one man and the factory representative must sharpen his lead pencil for he is calling upon a big customer. The buyer gives shipping instructions and the goods are received by the merchant in the usual way. For example, one buyer buying all the shoes for all the merchants of the town of Wolfville would save from one dollar to three dollars per pair, the price to the consumer being cut just that much, while the retail profit would be the same as now. Citizens would appreciate the improved service and forget the mail order catalogue, while the dealer would make more money because of the sale of more shoes.

THE PRICE OF FISH

ONE of the recently adopted institutions of this country is what is styled as a "national fish day", on which people are admonished to eat more fish, both as a patriotic duty and in the interests of good health. It is a fortunate thing that on only one day in the year is this requirement imposed and that even then the observance of the day is left as yet to the individual to voluntarily carry out, as the prices paid for practically all kinds of fish in this sea-girt province are very nearly prohibitive. For probably no other item of food supply are people of this section bled so unmercifully as in what they are obliged to pay if their appetite inclines them to a fish diet. Forty cents a pound for halibut and eighteen cents for cod or haddock seems a pretty good tribute in a land where fishing is one of the chief industries and where the inland as well as the sea waters teem with finny life.

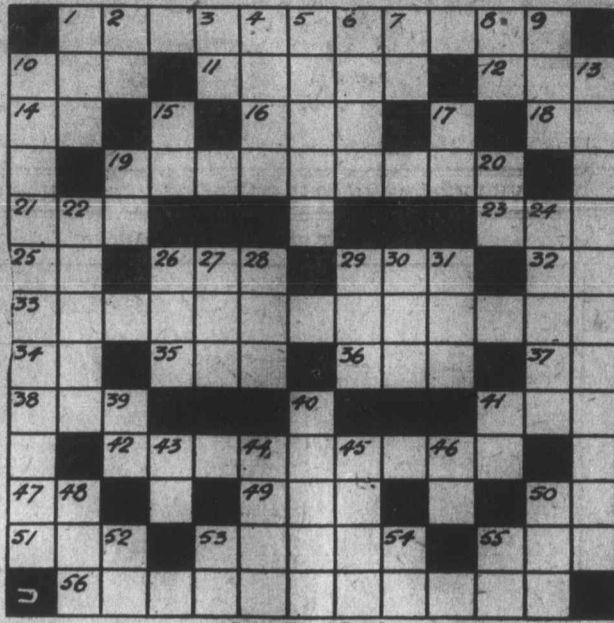
Which recalls that in by-gone days Minas Basin was regarded as providing good fishing, and not a few of the hardy manhood of the surrounding sections engaged in fishing to a considerable extent. Their numerous boats made frequent visits to the "fishing grounds" and returned with good catches, which at the prices then ruling provided profitable returns to the fishermen and a cheap and satisfactory food supply to the public generally.

Here is an opportunity for some of our enterprising inhabitants to initiate an industry that will bring profitable returns and at the same time render a real community service. While at Hantsport one day last summer the writer saw "Avon River Cod" displayed at the local fish market, and was told by the proprietor that a considerable proportion of his supply was thus secured. Such being the case there must at certain seasons be yet plenty of fish in the basin to make the proposition a profitable one.

THE UNIVERSITY EXTENSION COURSE

THAT Wolfville citizens have not enjoyed a privilege in which many of the towns of Nova Scotia have participated during the winter is due to the fact that no local organization has seen fit to become responsible for the conduct of the University Extension Course. Time was when the people of this town had served to them during the college year a feast of good things in the way of lectures, concerts and other entertainment by high class artists, which was duly appreciated and generously patronized. In the University Extension Course representatives of the various colleges deliver lectures along lines in which they are particularly qualified, making up an instructive and helpful bill of fare. As we understand it the expense is slight and the benefits derived very considerable. It is to be hoped that before next winter arrangements will have been completed by which Wolfville citizens will be able to avail themselves of the advantage which this course certainly provides.

Strangers to our town who have spent the present season here have expressed surprise at the lack of entertainment of this kind, which in a college town they naturally expected to abound. It may be that in the past Wolfville people enjoyed such a profusion of these good things that their appetite has become surfeited, but we incline to the opinion that under competent auspices the University Extension Course, which would bring us in contact with the best educationists of the various institutions, would be at least equally as successful here as it has proved in other communities.



Cross Word Puzzle

KEY TO CROSS WORD PUZZLE

- | Horizontal | Vertical |
|--|--|
| 1 A visual defect. | 1 Skill. |
| 10 Before. | 2 Point of compass. |
| 11 Street (Spanish) | 3 Imperial potentate (ab.) |
| 12 Girl's name. | 4 Watch dog's welcome. |
| 14 Unit of measure (ab.) | 5 Battle of late war in France. |
| 16 Railway office (ab.) | 6 Uproar (Archaic) |
| 18 Man's name (ab.) | 7 Towards. |
| 19 Pearly white. | 8 Therefore. |
| 21 Cackleberry. | 9 Member Provincial Parliament (ab.) |
| 23 Valuable rock. | 10 Bubbles up. |
| 25 Railroad (ab.) | 13 The other thing. |
| 26 Beverage. | 15 Common sailor (ab.) |
| 29 Anger. | 17 Chinese General. |
| 32 Hour (ab.) | 19 For example (ab.) |
| 33 Repeated introduction of serum. | 20 Thus. |
| 34 Time east of Pt. William (ab.) | 22 Fireplace. |
| 35 Boy's name (ab.) | 24 European river. |
| 36 And so on (ab.) | 26 Vaudeville turn. |
| 37 Name of a continent (ab.) | 27 Prevaricate. |
| 38 Oriental monetary unit. | 28 To complete. |
| 41 A wager. | 29 Verbal suffix. |
| 42 To figure. | 30 A rodent. |
| 47 Man's name (ab.) | 31 And other things (ab.) |
| 49 To open (poetic) | 39 One of the U.S. (ab.) |
| 50 Military decoration (backwards) (ab.) | 40 God of love. |
| 51 Observe. | 41 Exist. |
| 53 Full of pep. | 43 Designates time. |
| 55 Charge. | 44 Mythical Royalty. |
| 56 Constituents. | 45 Man's name (Jewish) |
| | 46 White plague (ab.) |
| | 48 God (Latin) |
| | 50 Christian Endeavor Society (ab.) |
| | 52 Point of compass (backwards) |
| | 53 An Academy of Art (ab.) (backwards) |
| | 54 Two vowels the same. |
| | 55 Measurement (ab.) |

RIFLEMEN ARE HONORED AT KENTVILLE

KENTVILLE, March 13.—The 25th annual meeting and dinner of the K.M.R. Rifle Association was held at the American House Tuesday evening, Lieut.-Col. T. A. Lydiard presiding.

The association awarded spoons to best shots made throughout the season, and following the dinner Col. Lydiard presented suitably engraved silver spoons to the following:

- Capt. C. W. Fair, 82; R. H. Chipman, 85; W. R. Weaver, 78; Stanley Wagstaff, 88; W. D. Withrow, 77; Herbert Ritchie, 76; Capt. G. H. Ruffee, 74; Chas. Cox, 79; Capt. W. G. Sangster, 81; Lieut. F. F. Northup, 76; W. P. Brechin, 76; Stewart Thomas, 72; George Sanford, 79; Hubert Sanford, 80; K. L. Pineo, 83; Sergt. H. W. Miller, 82.

The general business of the association was dealt with, and the following officers elected for the ensuing year:

- President—Capt. C. W. Fair.
Vice-President—W. D. Withrow.

Secretary-Treasurer—K. L. Pineo.
Executive—Lieut.-Col. T. A. Lydiard; Lieut.-Col. E. W. Roscoe, D.S.O.; Lieut.-Col. Robert Innes; Major J. P. Knowlton, G. L. Calkin, W. R. Weaver, Roy Walsh and Stanley Wagstaff. Several matters of importance to the association were discussed after which Capt. Fair gave an interesting talk on the care and cleaning of the rifle. The meeting closed with the national anthem.

HOME DRIED APPLES

When you have a surplus of apples, dry them for spring and summer use. They are very nice. Pare, core and quarter. Cut each quarter into three pieces, spread thinly on plates or platters, and place in warming oven, or on stove-shelf. It takes about three days to dry enough. Place in tight paper bags, and hang in a dry place. When wanted for pies, or sauce, wash thoroughly and soak over night, and use as fresh apple.

Minard's Liniment Fine for the Hair.

AN OFFER BY TELEPHONE NEED NOT GIVE AN OPTION ON THE GOODS, AN OFFER BY LETTER DOES

The other week Jones of Halifax wrote Brown of New Glasgow, offering to sell certain goods on certain conditions.

While he was awaiting Brown's reply, Jones met Smith of Truro, and incidentally mentioned the offer he had made to Brown.

"Why," said Smith, "I'll buy on these terms."

But Jones couldn't sell to Smith because of his offer to Brown.

The offer in his letter tied Jones' hands until Brown should have had a reasonable time in which to reply.

If he had made his offer to Brown over the Long Distance Telephone, the matter would have been settled right away.

Jones' letter gave Brown a gratuitous option on the goods for several days.

Not very good business, was it?

Maritime Telegraph & Telephone Company, Limited

Plough A Financial Furrow



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BANK OF MONTREAL

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CLEANER

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J. C. Mitchell

Electric Contractor and Supplies
Wolfville and Kentville

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Best quality goods and prices right.

- | | |
|------------------|------------------|
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| Dry Cod | " Finnen Haddie |
| Pickled Herring | " Kipperd Snacks |
| Smoked Herring | " Lobster |
| Pickled Mackerel | " Shrimps |
| Digby Clams | " Sardines |
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